

Message Text

UNCLASSIFIED

PAGE 01 HONG K 01414 070646Z

21

ACTION EA-10

INFO OCT-01 ISO-00 EB-07 /018 W
----- 063613

R 070405Z FEB 75
FM AMCONSUL HONG KONG
TO SECSTATE WASHDC 3752
INFO USDOC WASHDC
AMEMBASSY TAIPEI
AMEMBASSY TOKYO
AMEMBASSY SYDNEY

UNCLAS HONG KONG 1414

E.O. 11652: N/A
TAGS: BEXP, HK
SUBJECT: GLOBAL MARKET RESEARCH: BUSINESS EQUIPMENT
AND SYSTEMS

REF: USDOC 1868

1. LOCAL BIDDERS ON STUDIES OF AUSTRALIAN, JAPANESE AND TAIWAN
MARKETS, AS USUAL, VERY INTERESTED IN WHO WAS SUCCESSFUL BIDDER
AND HOW MUCH WORK WAS OFFERED FOR HOW MUCH MONEY. SUCH
INFORMATION WOULD ASSIST LOCAL FIRMS IN FORMULATING PROPOSALS
FOR FUTURE RESEARCH.

2. ALTHOUGH WE VERY HAPPY WITH MOBIUS RESEARCH AND FEEL HE
OFFERS EXCELLENT VALUE FOR PRICES HE BIDS, WE FORESEE SOME
DIFFICULTY IN CONTINUING TO PERSUADE OTHER LOCAL RESEARCH FIRMS
TO BID. TRANS-MARKET RESEARCH (TMR) AND P.A. MANAGEMENT, FOR
EXAMPLE, BID ON SUBJECT STUDY - AT COMPETITIVE PRICES -
ONLY AFTER VERY CONSIDERABLE EFFORT BY COMMERCIAL OFFICER.
THEIR ATTITUDE WAS "WHY BOTHER IF MOBIUS WILL WIN ANYWAY",
AND SAME HOLDS GENERALLY TRUE FOR OTHER BIDDERS. TMR, WHICH WAS
OUR RECOMMENDATION FOR HONG KONG STUDY, IS COMPETENT,
EXPERIENCED, AMERICAN-OWNED FIRM WHICH HAS DONE SEVERAL STUDIES
FOR U.S.I.S. AND, UNDER PREVIOUS NAME OF GRANT RESEARCH, ONE
STUDY FOR U.S. DEPARTMENT OF AGRICULTURE. WE UNDERSTAND
BUDGETARY DIFFICULTIES BUT BELIEVE THAT OUR LONG TERM INTERESTS
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 HONG K 01414 070646Z

NOT WELL SERVED BY WHAT IS EFFECTIVELY SINGLE SOURCING FOR OUR

RESEARCH NEEDS.

3. ALTHOUGH LOCAL FIRMS FREQUENTLY BID ON STUDIES IN JAPAN
THEY HAVE NOT BEEN AWARDED ANY CONTRACTS FOR SUCH RESEARCH EVEN
THOUGH LOCAL PROPOSALS APPEAR COMPETITIVE. IS POLICY NOT TO
AWARD RESEARCH TO FIRMS NOT RESIDENT IN JAPAN? IF SO, WE WILL
DISCOURAGE FUTURE BIDS FOR THIS RESEARCH.
CROSS

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 07 FEB 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975HONGK01414
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750045-0236
From: HONG KONG
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750263/aaaacert.tel
Line Count: 69
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 75 USDOC 1868
Review Action: RELEASED, APPROVED
Review Authority: ElyME
Review Comment: n/a
Review Content Flags:
Review Date: 22 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <22 SEP 2003 by RowellE0>; APPROVED <31 DEC 2003 by ElyME>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GLOBAL MARKET RESEARCH: BUSINESS EQUIPMENT AND SYSTEMS
TAGS: BEXP, HK
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006